AUTOMOBILES.

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AMONG THE AUTOMOBILISTS

LICENSED DEALERS ACT IN USED CAR MATTER.

Philadelphia System Adopted and Tariff of Fixed Values for All Second Hand Machines Will Be Adopted Another Proof of Use of Motor Trucks.

The Licensed Automobile Dealers of the city met yesterday at the offices of their association and voted to put in operation a plan for dealing with the trading of used a number of others to the effect that they would abide by whatever action was taken. So the plan adopted yesterday will be binding upon practically all the dealers in li-censed automobiles in the city, and this in a very short time probably will apply to man selling a car under the Selden

A very significant action taken by the meeting was to vote that no unlicensed cars should be taken in trade by them. This is bound to have a widespread effect on the independents and licensed situation and is

considered most important.

The meeting voted in favor of establishing what is known as the Philadelphia sys-This means that a regular tariff be arranged for all licensed cars according to the year of manufacture and the model and will of course have to be modified according to the condition in which the car is According to the Philadelphia system a dealer may offer no more than the fixed maximum for any car that is brought to him for the purpose of trading, with the exception that he may give for a car of the make

In Philadelphia, as has been set forth by THE SUN, there is a penalty enforced for violation of the rule. It is that a dealer is left out of the show if he fails to live up to the terms. That penalty is not enforce-able here under the conditions, but some

able here under the conditions, but some other system will be arranged. The dealers believe that by adopting this plan they will put the used car situation on a basis satisfactory alike to dealers and public. In any event they will put a check on a most unpleasant condition in the trade. Guy Hutchinson of the Corbin company gave some suggestions on this matter white were published in The SUN not long ago and resulted in activity by the local dealers. It was on December 18 that the matter was first set forth in this column, and the dealers, who had been considering something of the sort for a time, hastened action on it thereafter.

Vesterday was another good day for calling attention to the merits and virtues of motor trucks and commercial vehicles. A slippery day, with streets covered with a film of ice and snow, punishes the horses dreadfully, and in fact puts horse drawn vehicles almost completely out of commission. The spectacle of horses falling down, straining to make a way up even a slight grade when the pavement is so bad, is painful to many persons who are tender hearted, and it hurts the merchant too, but more particularly in the pocket.

Those falls don't do a horse any good, and the amount of time that is lost in getting a horse back to a stand again counts against the delivery of goods promptly. In fact any untoward condition affects horse vehicles very much. If the pavement is slippery with rain, with show or with ice, or if conditions are much out of the normal in any respect the horse drawn vehicle suffers from it at onee. The motor truck doesn't seem to be so amenable to these conditions.

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It isn't that these things haven't been known all along, but up to a very short time ago there wasn't any workable substitute for the horse truck. Now that there is something the demand is always enhanced after a particularly bad weather day.

The Speedwell Motor Car Company is going to show a novel body design in its space in the Garden show. This model is distinctly different from anything put on the market before, but it is not a freak got out simply for show purposes. In fact the company has had several other like ones built at the factory in expectation of orders.

There will be a good display of trophies at the A. L. A. M. show in the Garden. Chief among them will be the Vanderbilt cup in the Alco space. The Loziers too will have the Elgin national stock chassis championship trophy and others. In the National booth will be a big array of prizes, and the Rainier and Marmon have some to show. The Moline will display the trophy won in the 1919 Glidden tour and the Van Sicklen trophy. The F-M-F will have a considerable collection, and the Pope-Hartford, Brush. Morgantruck. Sampson truck and Grabowsky power wagon come in on this show of prizes too.

It is estimated that there will be about 5,000 persons, dealers and others directly interested in automobiles, in this city for the Garden show. There should be just about that many more accessory dealers.

Lectures on motoring subjects are to be resumed to-morrow at the Bedford branch Y. M. C. A. Colgate Hoyt will describe then a tour in northern Africa and Sielly. On January 13 Charles E. Duryea, the technical expert, will speak on "The Early History of the Automobile." Both these will be illustrated.

There have been no active steps taken in the dispute of the New Jersey clubs since the resignation of W. Clive Crosby as a trustee. Mr. Crosby was the only one of the trustees voting recently against the proposition to withdraw from the proposition to withdraw from the Associated Automobile Clubs of New Jersey.

of the trustees voting recently against the preposition to withdraw from the Associated Automobile Clubs of New Jersey.

A member of the New Jersey Automobile and Motor Clubs says he believes to mobile and Motor Clubs says he believes to that there wouldn't be any objection on the part of the club in the withdrawal of some of the "obstructionists," as he characterizes those who favor the State organization. He believes too that the attitude of the club members in failing to support the insurgent movement in the recent mass meeting indicates that they are pleased with what the trustees did. He discialins all ideas of political dealing in the failure of President Bissell to appoint a legislative committee in the legal limit of time and explains that by saying it wasn't considered a good idea to announce a committee until certain men who were very much desired for it had announced their willingness to serve. He pointed out that men of both political complexions are on the committee.

This member believes that the trouble between the clubs will have not the least effect on the efforts to obtain favorable motor vehicle legislation. In fact he is sure that the men who are pledged will vote for what they said they favored. He says furthermore that the Associated Automobile Clubs couldn't have done that if the A A A would receive the club the members would be pleased to be back in it. They didn't like the idea though of being under the control of a State association composed of many small and weak clubs, having a vote apiece in spite of having less than 200 members in many cases, when the Newark club was limited to so few votes.

It is a campaign of a great deal of personal feeling apparently, and those one ether works and delerance of the fartures will lave and the rest of the building, galleries and there will have ranges in the galleries and t

whether a good practical motordrome could not be built in Madison Square Gar-den. The plan was to use it for 300 mile races. Some one suggested the Vanderbilt cup could be run there on a six day plan, so many miles a day.

Several of the makers have their cars already fitted with the Apco pedal grip. The manufacturers of this anti-slip device for clutch and brake pedals have a stand in the Palace, and they have been kept busy by interested folks.

J. E. G. Ryan got into town yesterday from Chicago. A delegation of the Goops, a well known motoring organization, went to meet him at the train and directed him cars. There were about thirty dealers to the Palace. He will be the guest of this there, and besides word was received from organization at a dinner next Wednesday night at the Press Club

> Fay L. Faurote, formerly the advertising and publicity manager for the E. R. Thomas Motor Company of Buffalo, has been around the Palace for several days. Mr. Faurote is with Martin V. Kelley and Frederick M. Randall in the Detroit office of the Charles H. Fuller Company.
>
> Mr. Faurote is a graduate of Michigan

> He took a course in gas engineering, and when he got out of college worked with the Olds Motor Company. He has written for magazines on motor subjects and also has written text books on certain phases of automobile information. The Fuller company wanted somebody who could handle technical matter in addition to regular copy work and so went out after Mr. Faurote.

The meeting of the independents is to be held to-day. That was the date originally set. The announcement that it was to take place on Wednesday was a mistake.

Mort Roberts, one of the racing crew of the Abbott-Detroit folks, brought his car into the Abbott exhibit at the Palace show yesterday morning, and it was surrounded by a crowd all day. The driver sits on the floor of the racing body and is protected by a torpedo steel sheathing in front from flying dirt and wind. The racer, which Roberts was running around the Guttenburg track with early yesterday but will be taken to Detroit immediately after the show.

it was reported on Tuesday that Miss Eleonora Sears of Boston had purchased a Velie car at the Grand Central Palace Auto Show. The Miss Sears who placed the order is not Miss Eleonora Sears.

The Warren-Detroit Wolverine, which made the trip overland from Detroit to the Palace show, during Tuesday night climbed to the second floor of the Grand Central Palace. It is now a member of the Warren exhibition. This car with a sister reliability machine near by yesterday formed two of the big interest centres of the show. Mud, dents and labels will arouse curiosity at any time. The car is covered with all three. The Wolverine will leave for San Francisco next Tuesday, going by way of Philadelphia

choice of coachwork. To-day is to be Grand Opera day and invitations have been sent

choice of coachwork. To-day is to be Grand Opera day and invitations have been sent to all the opera singers, the Metropolitan directors and boxholders.

Charles Y. Knight, inventor of the Silent Knight sliding sleeve engine, arrived here yesterday and spent some time at both the Demarest and Panhard spaces, where Knight engine cars are shown. The Demarest firm had its English Daimler Silent Knight chassis is place yesterday morning. The chassis is painted a dull gray and was shown at the Olympia show in London. It is a four cylinder 38 horse-power model. Among the visitors yesterday was Frank W. Savin of the New York Stock Exchange, who ordered a & horse-power Napier to be fitted with a coupé body. He now has a 65 horse-power Napier fitted with a similar body. Other visitors included Charles Steele, Mrs. Bernheimer, H. M. Kilbourne, T. L. Leeming, A. R. Shattuck, Waldron Williams, George D. Webber, H. E. Andrews, Jefferson De Mont Thompson, Alden L. McMurtry, Herbert Strauss, Besse Strauss, G. W. Hammill, Milton Kohn, George Johnson, Jr., George Aingsland. Arthur T. Donohue, Clarence Page, Fred Bockman, Lee Bowler, Arthur P. Doelger, George B. Hail of Boston and D. Goft of Pawtucket. The maroon Peugeot coupé landaulet shown at the Salon was got into the show only by record breaking work on the part of Rothschild & Co., the builders of the body. The four cylinder 38 horse-power chassis was not out of the customs until Saturday morning. It was rushed to the Rothschild factory and by putting a big force of men at work the body was fitted, painted and varnished ready to be dispinyed in the Salon after forty hours of incessant work.

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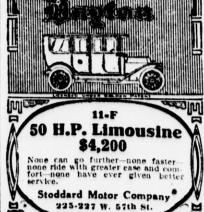
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